



Manheim Index Quarterly Conference Call 1/9/17

Tom Webb
Cox Automotive
tom.webb@coxautoinc.com



Manheim Used Vehicle Value Index

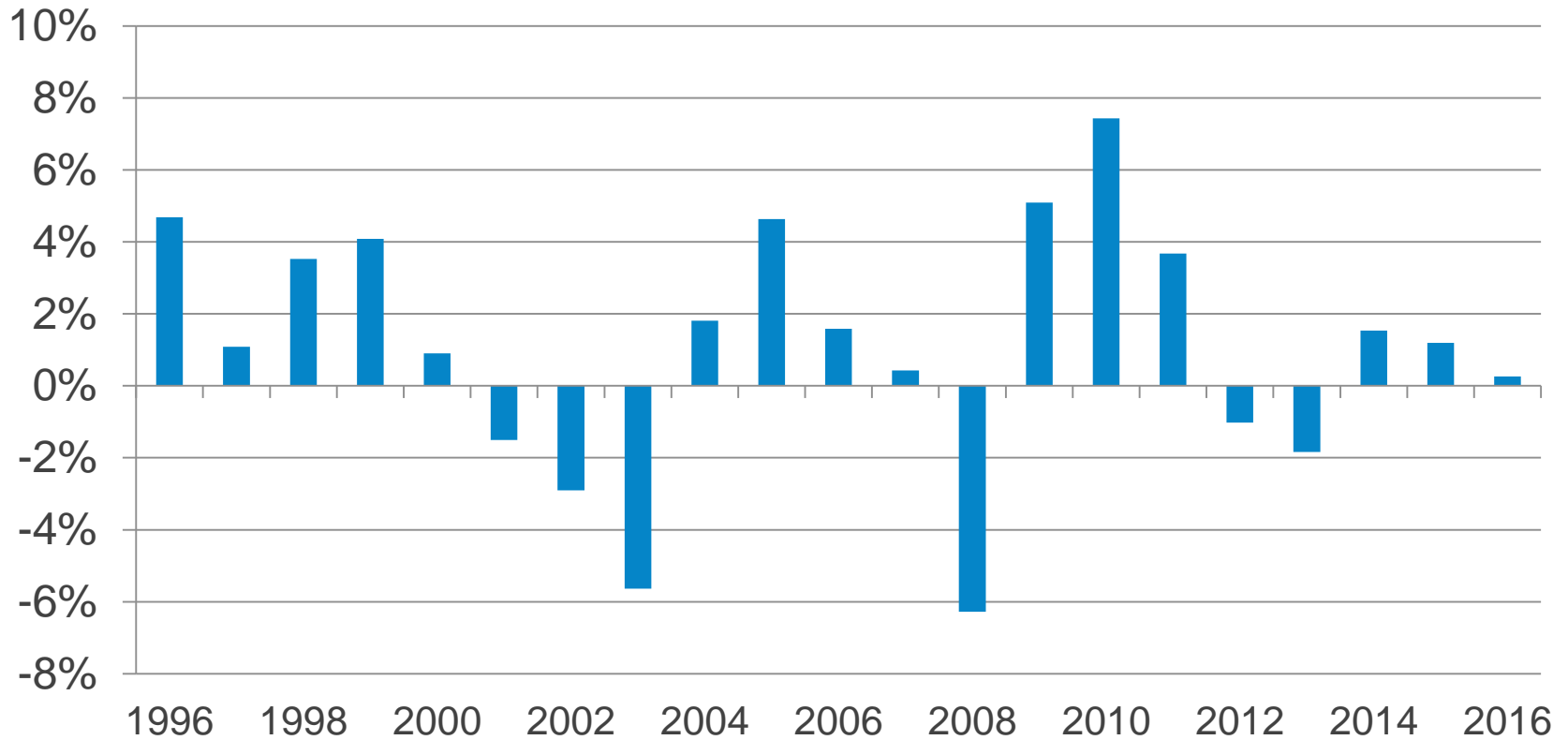
January 1995 = 100



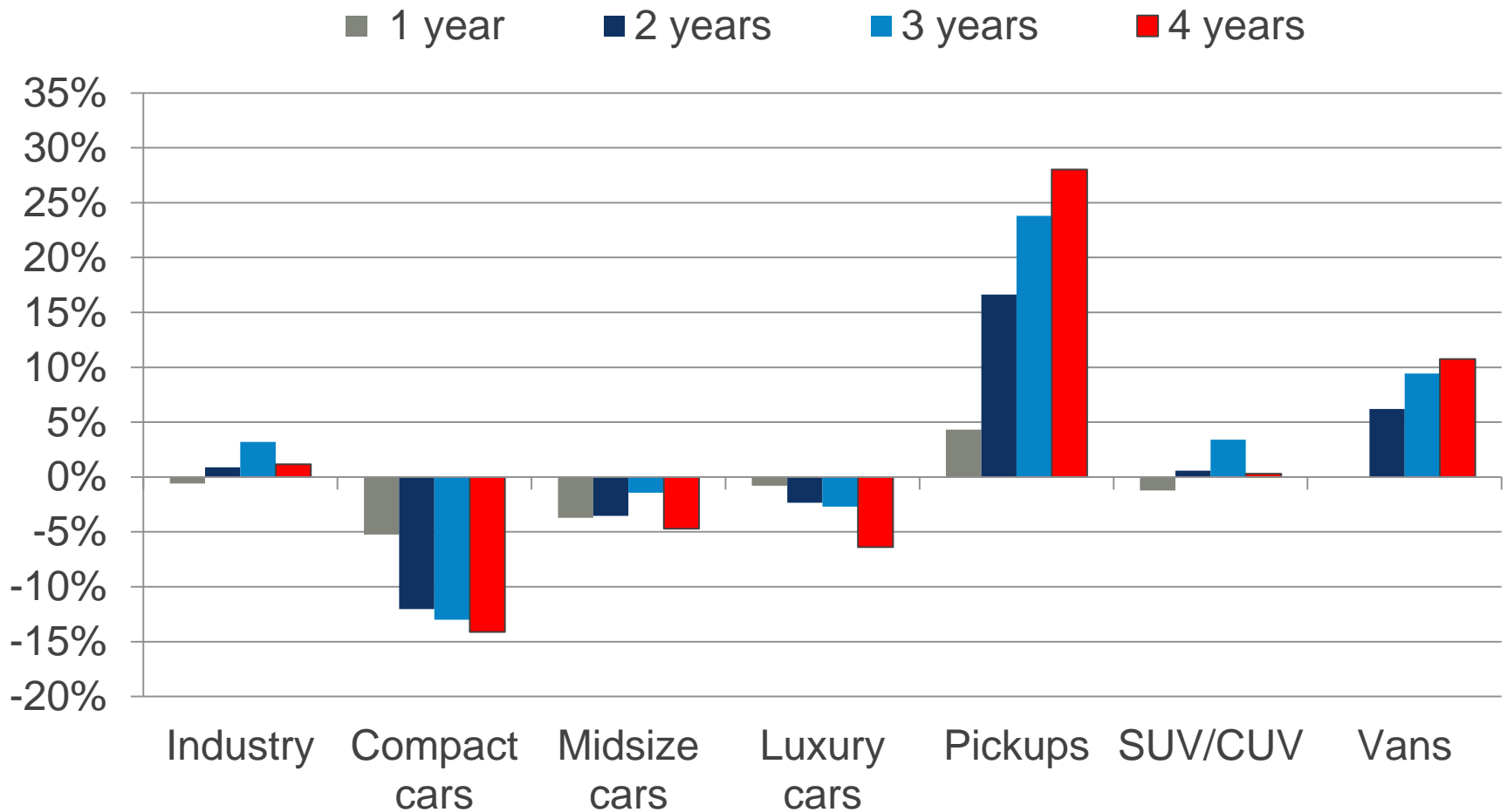


Manheim Used Vehicle Value Index

Percent Change on Annual Average Basis



Percent Change in Wholesale Prices for Selective Market Segments

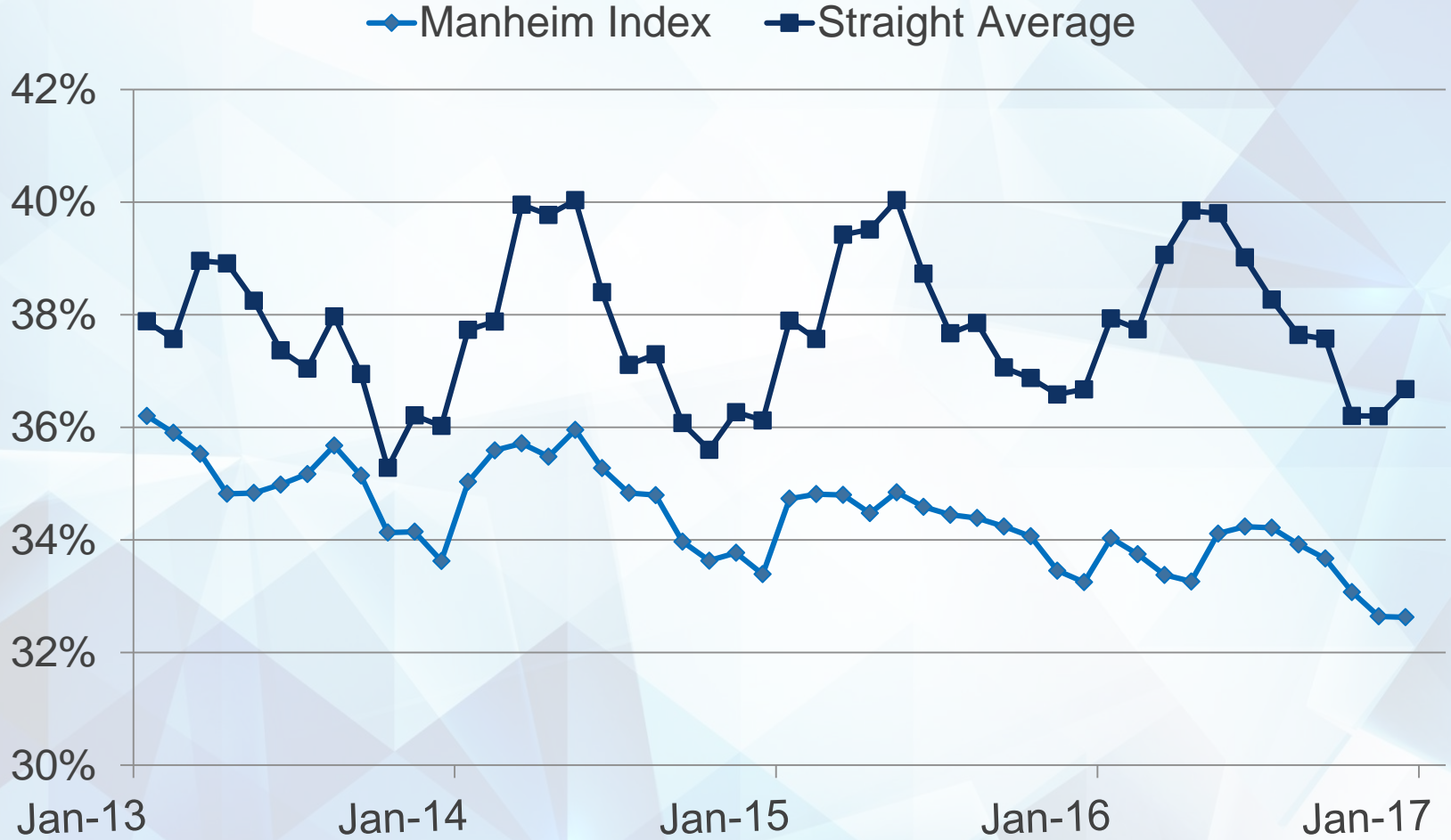




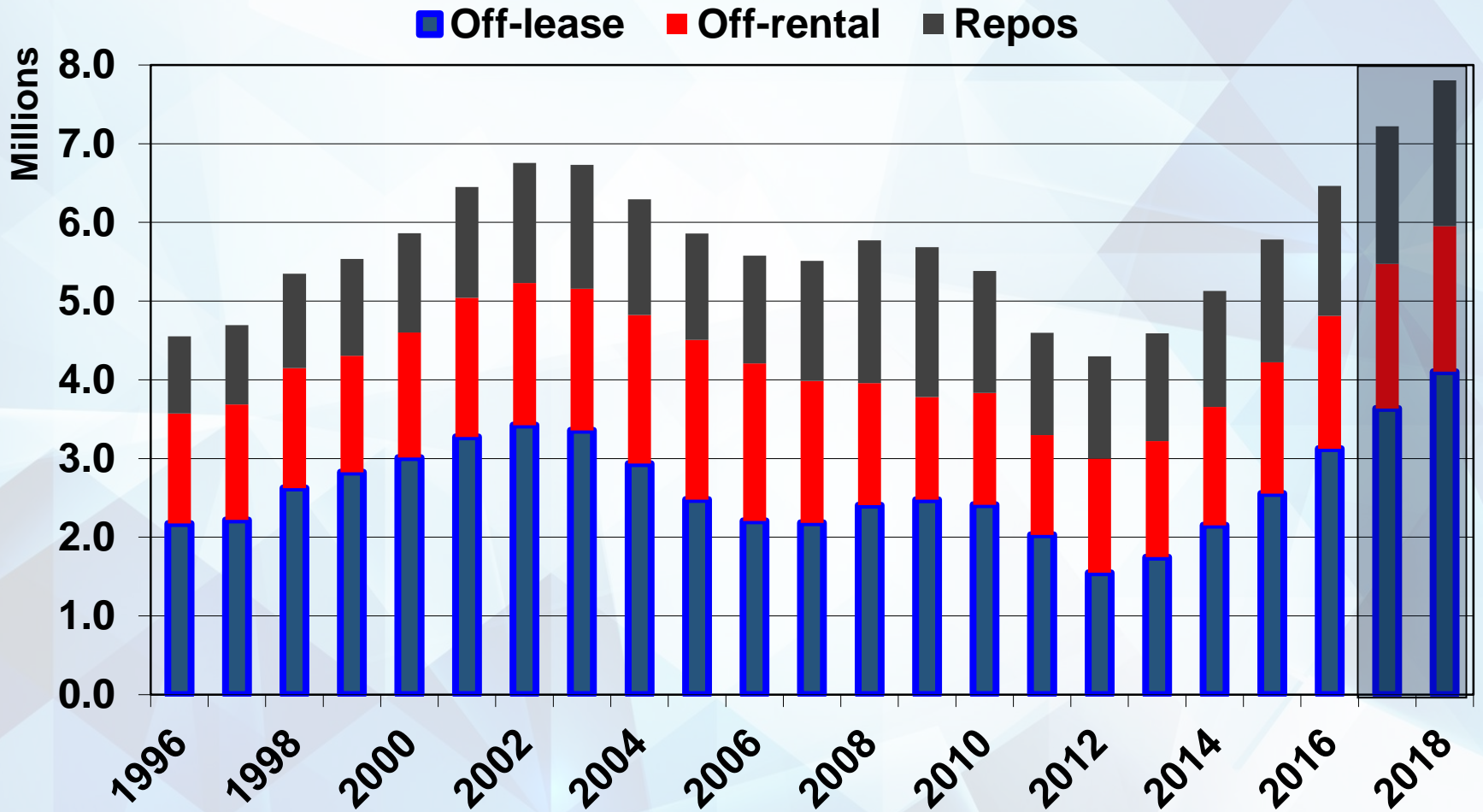
Manheim Index versus Mix & Quality Adjusted New Vehicle Price with 3 ½ year Lag



Wholesale Used as % of New Vehicle Transaction Price



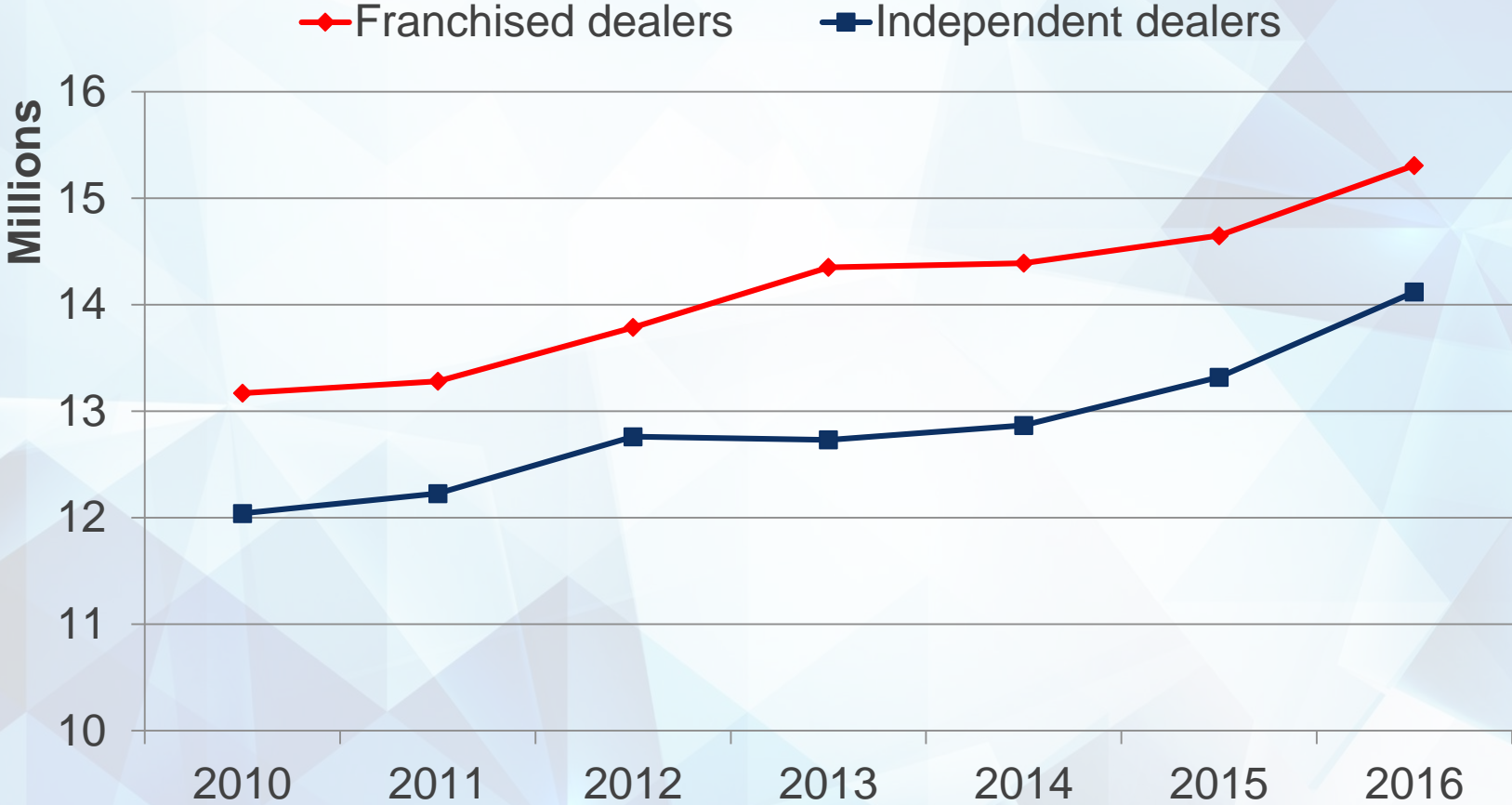
Total Wholesale Supply: Off-rental, Off-lease, & Repos



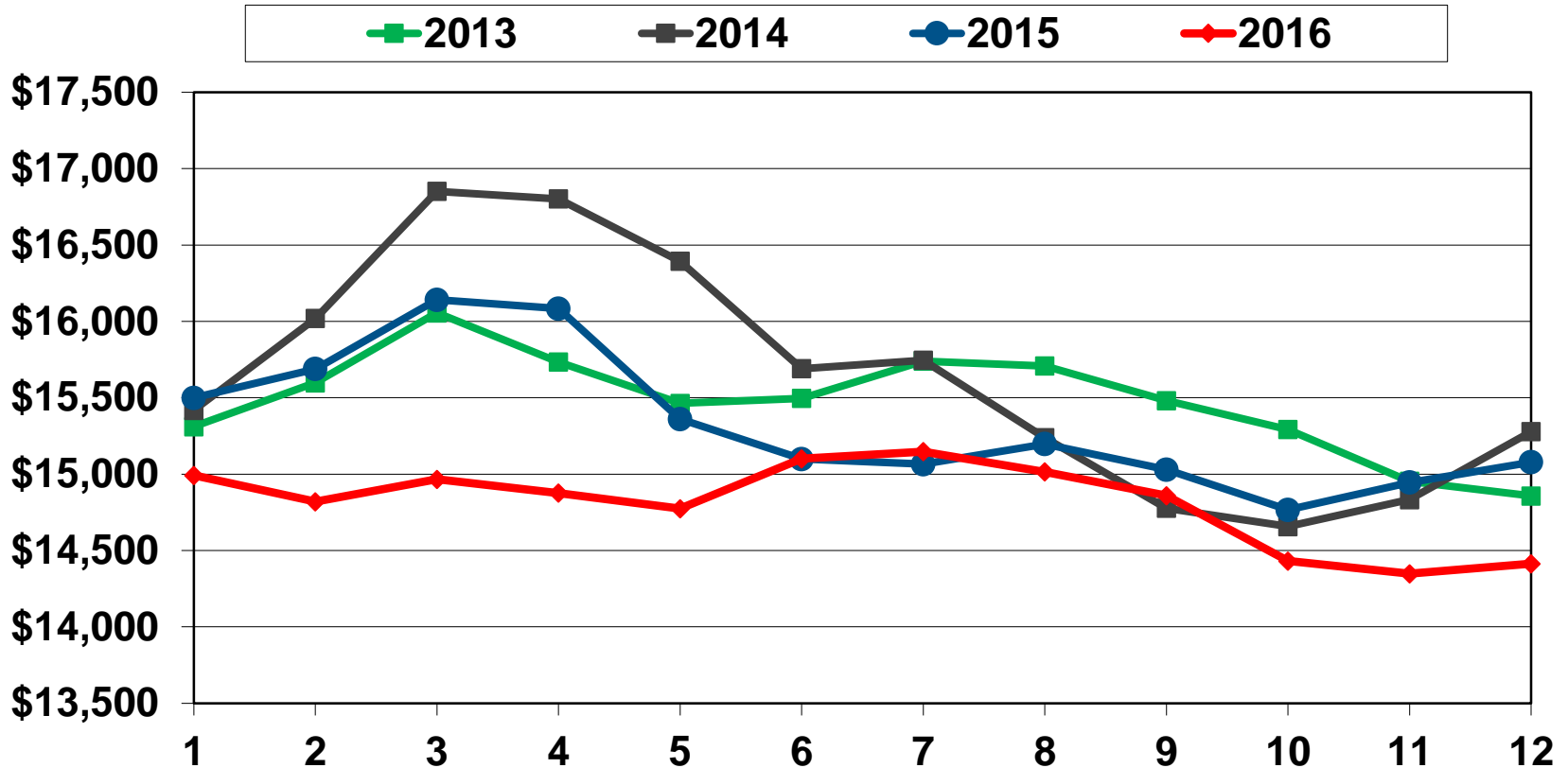
Source: Manheim Consulting



Used Vehicle Retail Sales

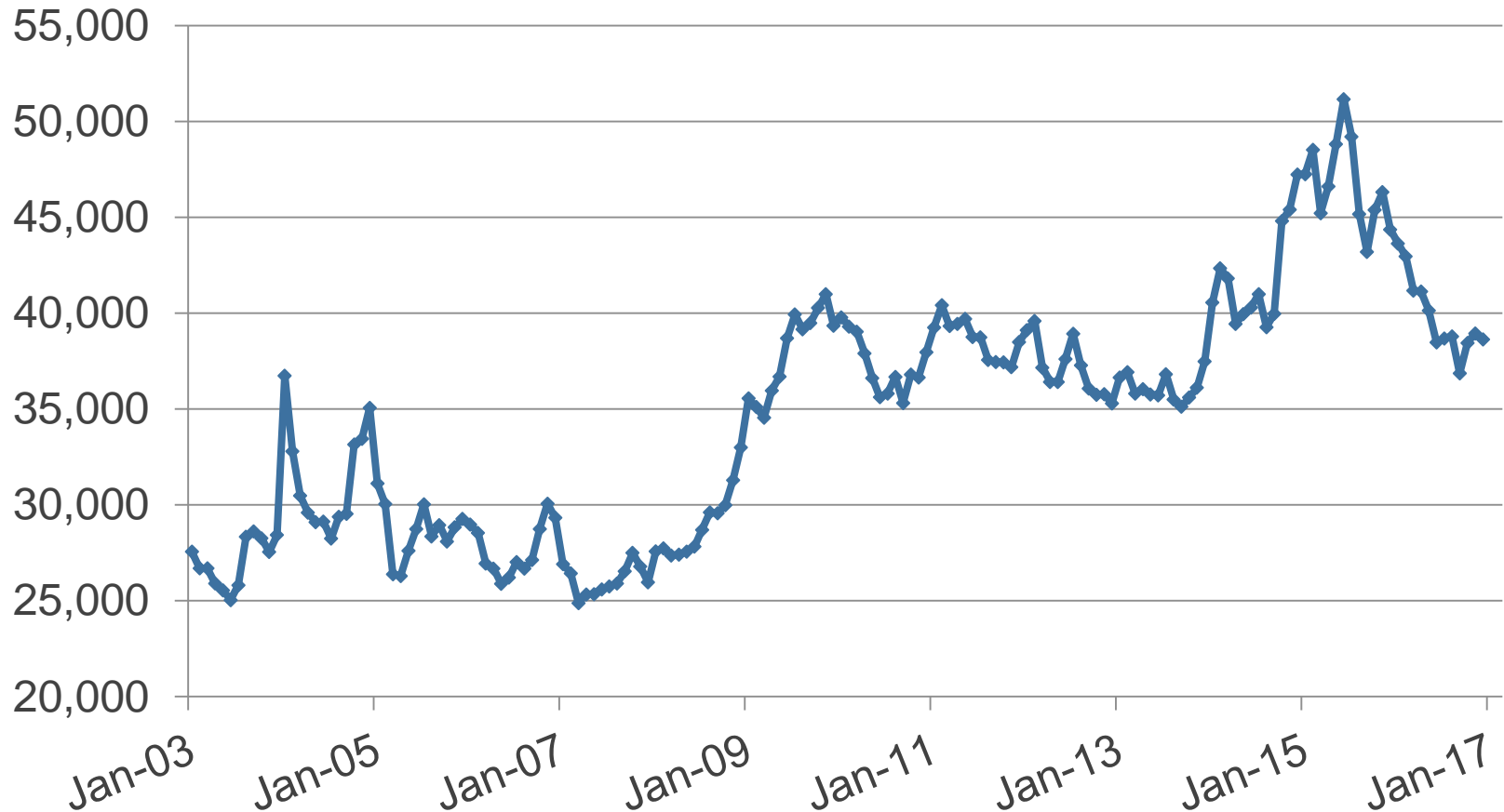


Average Auction Price – Rental Risk Units (mix and mileage adjusted)

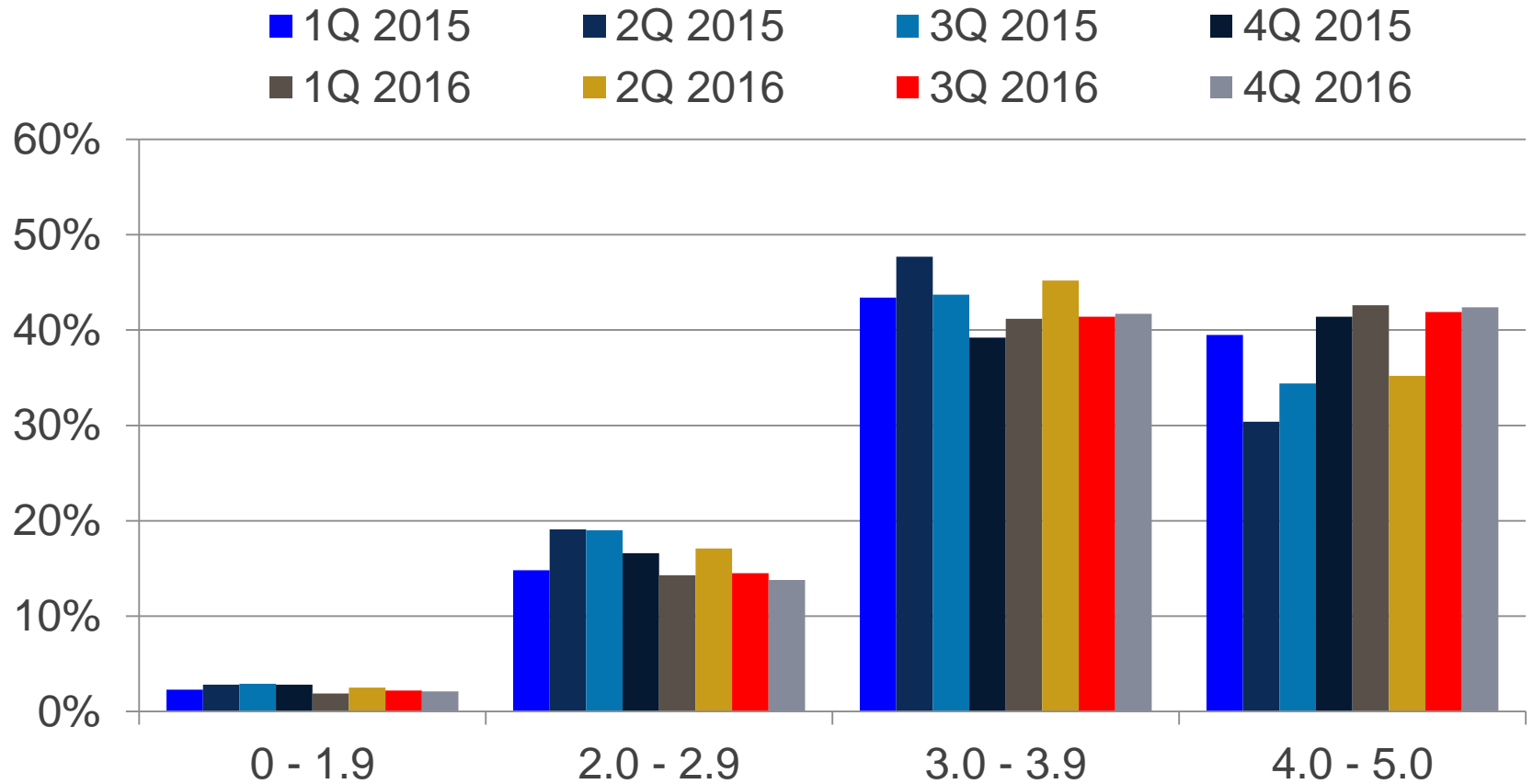


Source: Manheim Consulting

Average Mileage Rental Risk Units Sold at Auction



Rental Risk Units Sold – Distribution by Condition



Source: Manheim Consulting

> 2017 USED CAR MARKET REPORT



22ND EDITION



A COX AUTOMOTIVE BRAND